

Message Text

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ACTION EUR-12

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TO SECSTATE WASHDC PRIORITY 9133

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LIMITED OFFICIAL USE SOFIA 0141

E.O. 11652: NA

TAGS: BEXP, BU

SUBJECT: PLOVDIV FAIR

REF: A) STATE 274622; B) SOFIA 2276; C) STATE 281095; D) STATE

13686

1. REFTEL B ARGUED STRONGLY AND, WE BELIEVE, ACCURATELY THAT REDUCTION OF SCOPE OF U.S. PARTICIPATION AT PLOVDIV WOULD BE "SERIOUS MISTAKE". WASHINGTON'S RESPONSE (REFTEL C) APPEARED TO INDICATE AT LEAST UNDERSTANDING OF OUR POSITION, IF NOT AGREEMENT WITH IT. NOW REFTEL D IMPLIES 1,000 SQUARE METERS IS, IN FACT, WHAT IS BEING CONSIDERED. WE MUST MOST STRENUOUSLY REITERATE OUR ARGUMENTS IN REFTEL B.

2. TO MEET SPECIFIC QUESTION OF REFTEL D, REFTEL A ASKED ONLY WHETHER 1,000 SQUARE METERS COVERED SPACE WOULD BE AVAILABLE. REFTEL B REPLIED THAT AMOUNT OF SPACE AVAILABLE IN ONE COHERENT SECTION OF PAVILION 23. PAVILION 23 AS WHOLE CONTAINS 4,608 SQUARE METERS IN SPACE 96 BY 48 METERS (7-METER CEILING). AT MOMENT ENTIRE PAVILION IS UNCOMMITTED. (FYI: BRITISH, WHO OCCUPIED PART OF PAVILION 23 LAST YEAR, THIS YEAR REPORTEDLY WILL HAVE THEIR OWN PAVILION.)

3. PLOVDIV FAIR AUTHORITIES HAVE CLARIFIED RATE STRUCTURE.

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RATE OF \$16.80 PER SQUARE METER IS FOR ENTIRE PAVILION OR

PARTIAL PAVILION WITHIN NO INTERIOR DIVIDERS. RATE OF \$20.20
IS FOR PARTIAL PAVILION WITH FAIR ADMINISTRATION ERECTING
INDIVIDUAL STALL DIVIDERS.

4. WE NOTE THAT USG PAID \$26,839.80 FOR SPACE RENTAL LAST
YEAR AND OBTAINED 3,210 SQUARE METERS. THAT AMOUNT OF MONEY
WOULD PROVIDE ONLY 1,598 SQUARE METERS OF COVERED SPACE AT
\$16.80 RATE. SINCE COST COMPARISONS WERE RAISED IN REFTEL A
(AS CONFIRMED BY REFTEL C), CONTINUING TO RENT SMALL "PAVILION"
FOR ADMINISTRATIVE, STORAGE AND OFFICE SPACE AND UNCOVERED
SPACE FOR DOME APPEARS BUDGETARILY MOST PRUDENT ALTERNATIVE.
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